

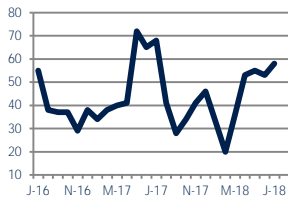
Focus On: Eastern McLean Housing Market

July 2018

Zip Code(s): 22101

Units Sold

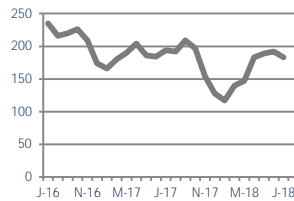
58



Down -15%
Vs. Year Ago

Active Inventory

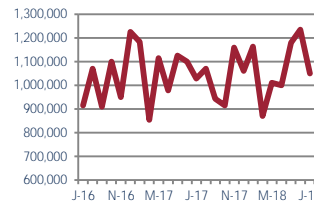
183



Down -6%
Vs. Year Ago

Median Sale Price

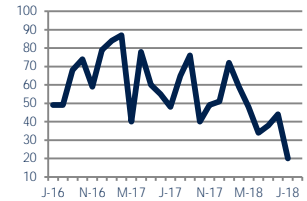
\$1,050,000



Up 2%
Vs. Year Ago

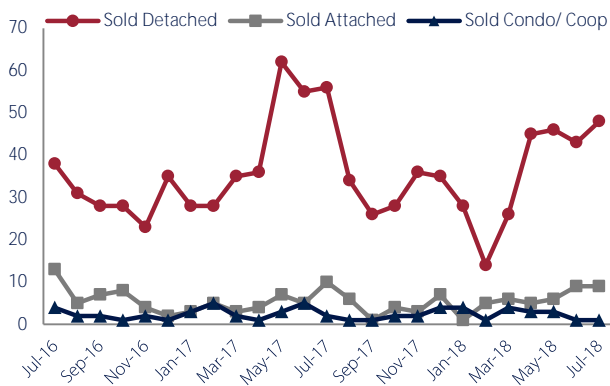
Days On Market

20



Down -58%
Vs. Year Ago

Units Sold*



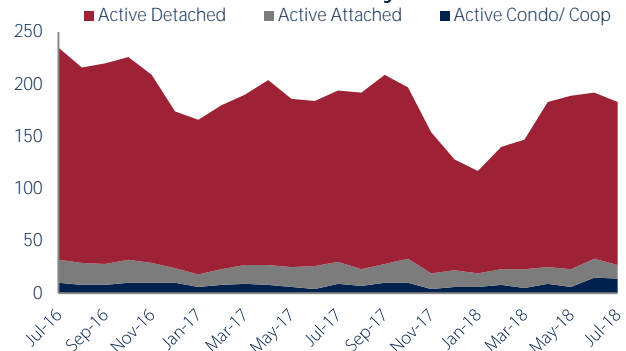
Units Sold

There was an increase in total units sold in July, with 58 sold this month in Eastern McLean versus 53 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 15% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 6%. The total number of active inventory this July was 183 compared to 194 in July 2017. This month's total of 183 is lower than the previous month's total supply of available inventory of 192, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Eastern McLean Homes was \$1,029,000. This July, the median sale price was \$1,050,000, an increase of 2% or \$21,000 compared to last year. The current median sold price is 15% lower than in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Eastern McLean are defined as properties listed in zip code/s 22101.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



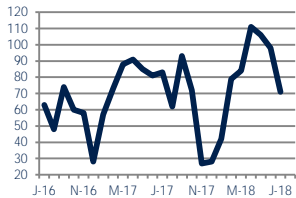
Focus On: Eastern McLean Housing Market

July 2018

Zip Code(s): 22101

New Listings

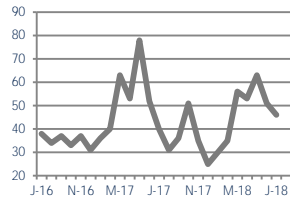
71



Down -14%
Vs. Year Ago

Current Contracts

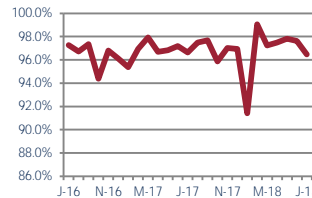
46



Up 15%
Vs. Year Ago

Sold Vs. List Price

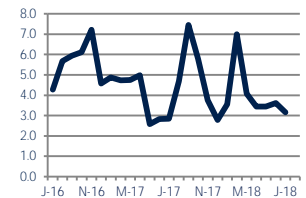
96.5%



No Change
Vs. Year Ago

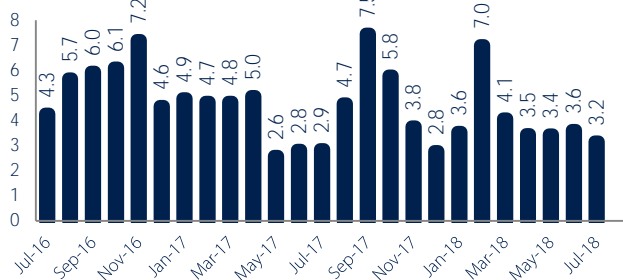
Months of Supply

3.2



Up 11%
Vs. Year Ago

Months Of Supply



Months of Supply

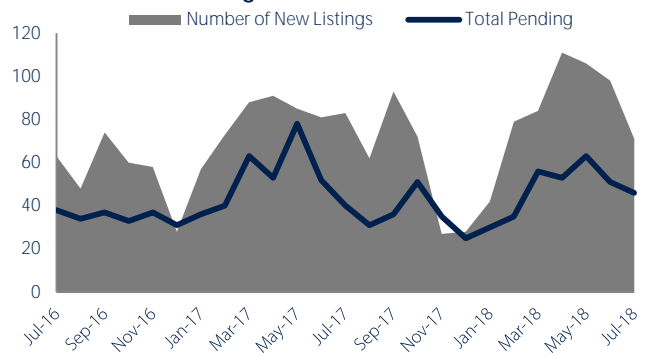
In July, there was 3.2 months of supply available in Eastern McLean, compared to 2.9 in July 2017. That is an increase of 11% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

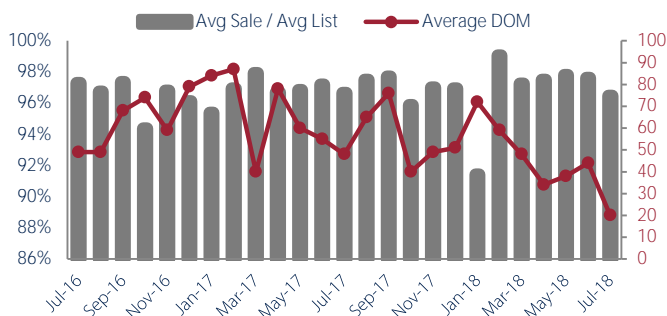
New Listings & Current Contracts

This month there were 71 homes newly listed for sale in Eastern McLean compared to 83 in July 2017, a decrease of 14%. There were 46 current contracts pending sale this July compared to 40 a year ago. The number of current contracts is 15% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Eastern McLean was 96.5% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 48, a decrease of 58%.



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